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Message Text

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46
ACTION NEA-09

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /017 W
---------- 063558
R 131230Z JUN 74
FM USINT BAGHDAD
TO USDOC WASHDC
INFO SECSTATE WASHDC 1021
AMEMBASSY BEIRUT

UNCLAS BAGHDAD 0364

EO 11652: NA
TAGS: BDIS BEXP IZ
SUBJ: TRADE COMPLAINT: TRADE OPPORTUNITIES: STATE COMPANY
FOR IMPORTATION AND DISTRIBUTION OF PRECISION INSTRUMENTS

REF: BAGHDAD 315

1. I WAS ASKED TO VISIT ALI HUSSANI, IMPORT MANAGER OF STATE COMPANY FOR IMPORTATION AND DISTRIBUTION OF PRECISION INSTRUMENTS TO HEAR A MINOR TRADE COMPLAINT AND THEN TO HEAR OF EXTENSIVE OPPORTUNITIES FOR SALES OF WIDE RANGE OF AMERICAN PRODUCTS.

2. TRADE COMPLAINT INVOLVES TWO ORDERS PLACED FOR BAGHDAD COLLEGE OF MEDICINE FOR LABORATORY EQUIPMENT FROM GRASS INSTRUMENT CO, QUINCY, MASS 01269. ORDERS WERE PLANED UNDER LETTER OF CREDIT 1/73/55224 AND 1/73/55272. NEITHER ORDER HAS BEEN DELIVERED. DOLLAR AMOUNTS TOTAL ONLY APPROX $2,000, BUT EQUIPMENT IS BADLY NEEDED, AND I SUSPECT STATE COMPANY IS MAKING THIS A TEST CASE OF U S PERFORMANCE. HOPE USDOC CAN GET IN TOUCH WITH GRASS INSTRUMENT AND THEN PROVIDE USINT WITH INFO ON WHEREABOUTS OF SHIPMENT WHICH WE CAN PASS ON.

2. MR HASSANI THEN TURNED TO LARGER SUBJ OF TRADE OPPORTUNITIES. HE SAID HIS COMPANY AND IRAQI STATE COMPANIES IN GENERAL WERE VERY DISSATISFIED WITH QUALITY AND DELIVERY OF GOODS OF ALL TYPES FROM EASTERN ERUOPE AND PARTICULARLY SOVIET UNION. OVERALL PERFORMANCE OF AMERICAN COMPANIES SUPERIOR AND HE WOULD LIKE CHANNEL HIS PROCUREMENT TO USA. HIS CURRENT BUDGET IS 27 MILLION DOLLARS, AND
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HIS COMPANY ALSO PROCURES FOR OTHER MINISTRIES AND DEPARTMENTS ON

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A MUCH LARGER SCALE.

3. HE SPECIFICALLY IS ANXIOUS FOR RESPONSE TO HIS REQUEST FOR 1000 ARABIC TYPEWRITERS (REFTEL).

4. IN ADDITION HE PROVIDED ME WITH COMPREHENSIVE LIST OF REQUIREMENTS FOR WIDE RANGE OF PRODUCTS LARGE AND SMALL. THIS BEING FORWARDED WASHINGTON AND BEIRUT BY AIRGRAM.

5. MR HASSANI PREFERS TO DO BUSINESS ON BASIS OF SAMPLES RECEIVED WHERE POSSIBLE E.G., FOUNTAIN PENS; OR BY CATALOGUES. HE WOULD WELCOME RECEIVING COMPREHENSIVE SELECTION OF CATALOGUES.

6. SPECIFICALLY HIS COMPANY IN MARKET FOR WIDE RANGE OF PAPER PRODUCTS AND FOR SEVERAL MILLION LEAD PENCILS ON BEHALF MINISTRY OF EDUCATION. HE ALSO HAS AN ALMOST UNLIMITED NEED FOR SURGICAL AND MEDICAL EQUIPMENT FOR HEALTH MINISTRY.

7. MAIL TO HIM CAN BE SENT TO STATE COMPANY FOR IMPORTATION AND DISTRIBUTION PRECISION INSTRUMENTS, PO BOX 5674, BAGHDAD, IRAQ, CABLE ADDRESS: AJDAK BAGHDAD.

8. I REALIZE THIS IS SCATTERSHOT APPROACH BUT HE LEFT ME WITH INESCAPABLE IMPRESSION HE IS ANXIOUS TO DO A SIGNIFICANT AMOUNT OF BUSINESS. FOREGOING I BELIEVE UNDERLINES URGENCY OF GETTING A COMMERCIAL OFFICER ASSIGNED HERE AS SOON AS POSSIBLE. OPPORTUNITIES AND LOCAL ATTITUDES CURRENTLY MAKE IRAQ A COUNTRY OF TREMENDOUS POTENTIAL FOR AMERICAN BUSINESS.
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Disposition Authority: n/a
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